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# **DoD/VA Partnership**

## ***Acquisition and Medical Materiel Management Work Group - Structure for Success***

**Craig Robinson**

**Executive Director, Chief  
Operating Officer**

**VA National Acquisitions  
Center**

**COL Marsha Langlois**

**Director, Medical Materiel**

**Defense Supply Center  
Philadelphia**



# Acquisition and Medical Materiel Management Work Group

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- Combine medical supply requirements to leverage volume and negotiate better pricing
- Eliminate duplication of contracting & contract administration effort
- Allow customers to select products and pricing
- Identify new business practices

## Current members

Craig Robinson, Co-Chair  
Frederick Downs, Jr  
COL Marsha Langlois, Co-Chair  
Geneva Polini  
COL Edmund Haraguchi  
Col Cary Collins  
CDR Edward Sullivan

Gail Sanftleben  
Steven Thomas  
Peggy Thames  
Sandra Haberin  
Michelle Whitehead  
Sandra Murbach  
Carole O'Brien



# DoD/VA JIF Reporting/Oversight



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|--|--|
| <b>AMMMWG/HEC WG Quarterly Update</b>                                | <b>Objectives - Progress &amp; Accomplishments</b>           |
| <b>DoD/VA Joint Strategic Plan - Specific Objectives &amp; Goals</b> | <b>Coordinated joint DoD &amp; VA Objectives &amp; Goals</b> |
| <b>JIF IPR Review by CIO MHS &amp; PM DHSS to HEC</b>                | <b>Quarterly - Metrics against objectives</b>                |
| <b>JEC Quarterly Updates</b>   | <b>Progress reports</b>                                      |
| <b>Annual Report to Congress</b>                                     | <b>Program Accomplishments against</b>                       |

***Detailed progress reports on DoD/VA JIF program tasks to include s***



# A&MMM WG JSP Goals



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## **Goal 5 - Efficiency of Operations**

Improve management of capital assets, procurement, logistics, financial transactions, and human resources.

### **OBJECTIVE 5.2**

Leverage joint purchasing power in the procurement of pharmaceuticals, prosthetics, medical/surgical supplies, high-tech medical equipment and dental and laboratory supplies.

### **OBJECTIVE 5.3**

Establish a common electronic catalog for Medical Surgical items under contract by both Departments by October 31, 2008.



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# **VA/DoD Joint Acquisition Strategies For High Tech Biomedical Equipment**



# History

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- Sep 2002 – Joint Contracts for Radiology Maintenance Services awarded.
  - 2003 – Joint Contracts for Radiation Oncology (Therapy) awarded.
  - 2003/2004 – VA NAC and DSCP Open Ordering Authority to Radiology Contracts
  - 2005 – VA NAC Transitions to DSCP Imaging (Radiology) Contracts
  - May 2006 – Joint Radiology Solicitation Issued
  - 2008/2009 – Award of New Joint Radiology Contracts



# Current Joint Contract Programs

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- Radiology
- Radiation Oncology
- Glassware
- DIN-PACS



# Status: Radiology

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- Total forty-two (42) proposals
  - Awarded: 25
  - Pending award: 14
  - Eliminated from consideration: 3
- Currently adding maintenance to new contracts



# Status

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- Radiation Oncology – 10 Joint contracts
  - Glassware (x-ray) – 4 Joint contracts
  - DIN-PACS
    - 8 DSCP Contracts
    - VA delegated ordering authority on 5 of 8
    - Delegation on final 3 is pending



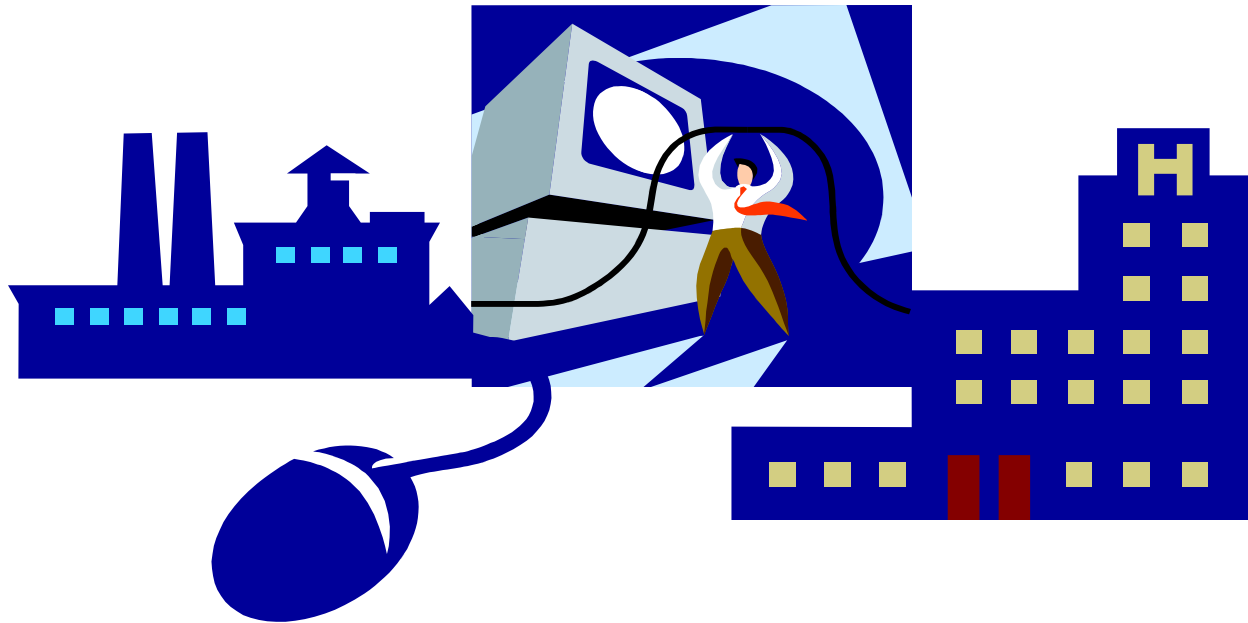
# Future



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- DIN-PACS III
    - New DIN-PACS contracts
    - Joint VA/DOD solicitation
    - Contracts to be awarded by DSCP



# DoD/VA Federal Catalog



***DoD/VA JIF MEDPDB***



# DoD/VA Federal Catalog



- By-product of DoD's data synchronization on-going efforts & pilots with industry (**initiated in 2003**)
- JIF initiative allowed for synchronization of VA NIF & VA contract files with DoD MED SURG Product Data Bank to create a DoD/VA Federal Catalog & data sharing process (**FY06 - 10**)

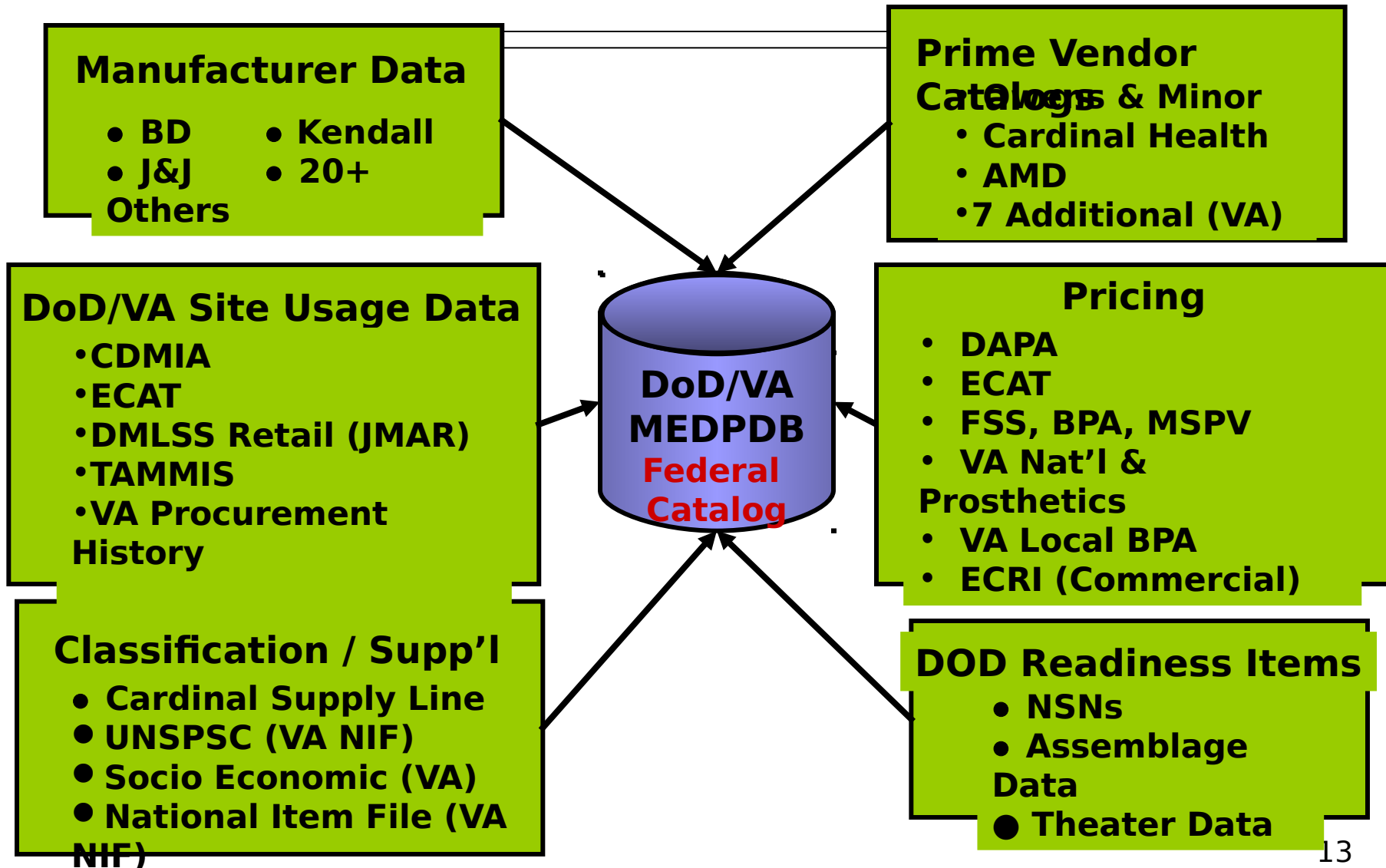
## **Leverages Federal Efforts - Right Product at Right Price**

- ***View all 300+ DoD & VA sites' purchases - items/price/qty***
- ***View all DoD & VA federal prices - contracts***
- ***Highlights best prices based upon comparisons between VA DoD and commercial benchmarking***

***DoD & VA have realized in excess of \$36 million in product price reductions***



# Primary Data Sources for Medical/Surgical DoD/VA Federal Catalog



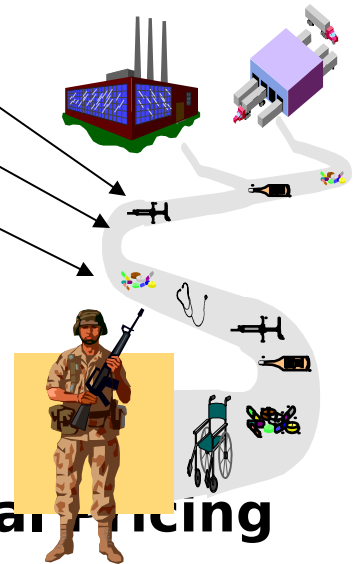


# Multiple Enterprise Capabilities



- Enterprise level contract availability **Better**
- Spend Analysis data
- Theater-centric data views
- Site data - what all sites are buying & want
- NSN Sourcing link
- Best DoD & VA Price Utility & Best Commercial Pricing
- Price reduction tool - eZSAVE enhanced merged with

**Visibility**  
**Access**  
**Pricing**  
**Products**



**MEDPDB**



**Total Product Price Reductions** → **\$36,781,117.04**

**Total eCommerce Moves** → **\$19,752,472.33**